

## Message Text

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ACTION TRSE-00

INFO OCT-01 EA-09 ISO-00 AID-05 CIAE-00 COME-00 EB-07  
FRB-01 INR-07 NSAE-00 USIA-15 XMB-04 OPIC-06  
SP-02 LAB-04 EPG-02 SIL-01 OMB-01 NSC-05 SS-15  
STR-04 CEA-01 PA-02 PRS-01 L-03 H-02 IO-14 NEA-10  
/122 W

-----080737Z 110422 /23

P 080646Z JUN 77  
FM AMEMBASSY MANILA  
TO SECSTATE WASHDC PRIORITY 890

UNCLAS MANILA 8870

USADB

PASS TREASUR FOR ZINMAN

E.O. 11652: N/A  
TAGS: EAID, EFIN  
SUBJECT: UADB EFFORTS TO ASSIST U.S. BUSINESS

REF: MYERS/WESTCOTT TELECON

1. THROUGH MARCH 1977, U.S. FIRMS HAVE WON 8.6 PERCENT OF ALL GOODS AND SERVICES CONTRACTS FOR ADB PROJECTS, A FIGURE INCLUDING EQUIPMENT SUPPLY AS WELL AS CONSULTING SERVICES. THIS COMPARES WITH THE PEAK OF ABOUT 11.3 PERCENT IN MID-1974. FOR CONSULTING SERVICES AND TECHNICAL ASSISTANCE OPERATIONS ALONE, U.S. SHARE HAS BEEN ABOUT 28.0 PERCENT. IN GENERAL, U.S. CONSULTING FIRMS ARE WELL ESTABLISHED IN ASIA AND HAVE AGGRESSIVELY PURSUED BANK BUSINESS. IN ADDITION, THEY HAVE BENEFITED FROM FACT THAT BANK AND ITS BORROWERS SELECT CONSULTANTS ON BASIS OF TECHNICAL PROPOSALS, SUBSEQUENTLY NEGOTIATING PRICE OF SERVICES. AWARDS TO EQUIPMENT SUPPLIERS, ON OTHER HAND, ARE MADE ON BASIS OF INTERNATIONAL COMPETITIVE

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BIDDING.

2. TO BETTER DISSEMINATE INFORMATION ON ADB PROJECTS IN PIPELINE, OFFICE OF U.S. DIRECTOR TRANSMITS TO ALL U.S. MISSIONS AND TO ALL U.S. CHAMBERS OF COMMERCE IN REGION COPIES OF BANK'S QUOTE MONTHLY OPERATIONAL INFORMATION UNQUOTE FOR USE OF U.S. BUSINESS COMMUNITY.

U.S. MISSIONS IN REGION ARE ALSO NOTIFIED OF INVITATIONS TO BID ANNOUNCED BY EXECUTING AGENCY OF A PARTICULAR PROJECT IN A BORROWING MEMBER COUNTRY. EXECUTING AGENCIES ALSO NOTIFY U.S. DEPARTMENT OF COMMERCE OF ALL INVITATIONS TO BID. FURTHER INFORMATION REGARDING EITHER CONSULTANTS OR EQUIPMENT SUPPLY ON ANY PROJECT OF INTEREST MAY BE OBTAINED BY CONTACTING U.S. DIRECTOR'S OFFICE.

3. BANK'S PRINCIPLES AND GUIDELINES GOVERNING EMPLOYMENT OF CONSULTANTS AND PROCUREMENT OF GOODS AND SERVICES ARE BASICALLY AS FOLLOWS: WHERE BANK APPROVES LOANS FOR DEVELOPMENT PROJECTS, BORROWER IS RESPONSIBLE (WITH BANK APPROVAL) FOR SELECTION OF CONSULTANTS, CONTRACTORS AND SUPPLIERS. BANK'S ROLE IN SELECTION PROCESS IS ONE OF ASSURING THAT QUALIFIED CONSULTANTS ARE SELECTED AND THAT ALL STAGES OF PROCUREMENT PROCESS TAKE PLACE IN ACCORDANCE WITH REQUIREMENTS OF INTERNATIONAL COMPETITIVE BIDDING. WHEN BANK ITSELF PROVIDES TECHNICAL ASSISTANCE ON GRANT BASIS FOR CONSULTANCY SERVICES, BANK ITSELF SELECTS CONSULTANTS FROM LIST OF CONSULTANTS REGISTERED WITH IT. MORE THAN 300 AMERICAN CONSULTING FIRMS AS WELL AS A NUMBER OF INDIVIDUAL CONSULTANTS ARE ACTIVELY REGISTERED WITH THE BANK, AND MORE THAN 200 ADDITIONAL FIRMS ARE IN PROCESS OF REGISTERING WITH BANK.

4. DURING AN AVERAGE WORK DAY ONE OR MORE U.S. UNCLASSIFIED

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BUSINESSMEN, MOSTLY CONSULTANTS, CALL AT U.S. DIRECTOR'S OFFICE. EVEN THOUGH VISITOR MAY ARRIVE WITHOUT APPOINTMENT, DIRECTOR'S OFFICE HAS ESTABLISHED POLICY OF SEEING ANY U.S. BUSINESSMAN WITHIN HALF HOUR OF HIS VISIT TO BANK. USADB WOULD PREFER TO HAVE APPOINTMENTS MADE IN ADVANCE, BUT UNDERSTANDS PROBLEM OF PLANE SCHEDULES AND DIFFICULTY OF TELEPHONES IN SOME COUNTRIES. USADB ALSO CARRIES ON EXTENSIVE CORRESPONDENCE WITH U.S. FIRMS INTERESTED IN REGISTERING WITH BANK AS CONSULTANTS, WITH SUPPLIERS SEEKING PROCUREMENT INFORMATION, AND ALSO WITH U.S. NATIONALS EXPLORING EMPLOYMENT POSSIBILITIES.

5. USADB HAS WORKED CLOSELY WITH BANK MANAGEMENT AND STAFF TO ENSURE FULLEST POSSIBLE AND TIMELY DISCLOSURE OF BANK PROJECTS AND DETAILS. HOWEVER, MAIN THRUST FOR HIGHER U.S. PROCUREMENT SHARE MUST ULTIMATELY COME FROM STRONGER, MORE AGGRESSIVE EFFORTS BY U.S. FIRMS, SUPPORTED BY RESPONSIBLE GOVERNMENT ACTIONS. ALTHOUGH

NOT AVAILABLE FOR DISTRIBUTION TO PUBLIC, ADB'S  
MONTHLY OPERATIONAL INFORMATION DOCUMENT IS AVAILABLE  
FOR PERUSAL BY INTERESTED BUSINESSMEN AT U.S.  
DEPARTMENT OF COMMERCE AND ITS FIELD OFFICES. MOST  
IMPORTANT SOURCE OF INFORMATION ON BANK PROJECTS IS,  
OF COURSE, FROM APPROPRIATE GOVERNMENT AGENCY IN  
COUNTRIES RECEIVING BANK LOANS, SINCE BORROWER CONCERNED  
HAS RESPONSIBILITY FOR PREPARATION OF PROJECT AND  
SELECTION OF CONSULTANTS, CONTRACTORS AND SUPPLIERS.

6. USADB IS ENCOURAGED BY INCREASED INTEREST OF U.S.  
BUSINESS IN ADB ACTIVITIES AND BY COORDINATED  
STRATEGIES THAT HAVE BEEN DEVELOPED BETWEEN GOVERNMENT  
AND BUSINESS TO FACILITATE DISSEMINATION OF INFORMATION  
ON ADB PROCUREMENT POSSIBILITIES.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
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22 May 2009  
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